

Message Text

SECRET

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 SAM-01 SAB-01 IO-10 ACDA-05

OMB-01 AID-05 TRSE-00 MC-02 EB-07 COME-00 IGA-01

CIAE-00 PM-03 H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01

PRS-01 SP-02 SS-15 USIA-06 /101 W

----- 060199

R 031400Z AUG 75

FM AMEMBASSY SANA

TO SECSTATE WASHDC 6083

SECDEF ASD/ISA

INFO AMEMBASSY AMMAN

AMEMBASSY ABU DHABI

AMEMBASSY CAIRO

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

COMIDEASTFOR

USMTM DHAHRAN

USCINCEUR

S E C R E T SANA 2114

EO 11652: GDS

TAGS: MASS, YE, SA

SUBJECT: YAR ARMS PROGRAM: IMPACT PROGRAM

REF: STATE 181482 AND JIDDA 5398

1. SUMMARY: REFTELS MAKE CLEAR THAT STAGE IS SET FOR MILITARY
SUPPLY RELATIONSHIP WITH YAR. DAO HERE HAS REITERATED TO
COFS GHASHMI THAT USG PREPARED TO RESPOND QUICKLY TO SAUDI
FUNDING OF WEAPONS. NEXT MOVES WILL CLEARLY AWAIT OUTCOME

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OF SAUDI YAR TALKS IN MIDDLE OF THIS MONTH, BUT IT IS NOT

RPT NOT NOW TOO EARLY TO TRY TO LOOK AHEAD TO WHAT COMES AFTER
IMPACT PACKAGE. UK MIGHT THEN BE ABLE, WILLING AND VERY
ATTRACTIVE PARTNER IN SUPPLYING ARMS WHICH WILL MAINTAIN SPEED
AND DIRECTION OF YARG REORIENTATION FROM SOVIET
SOURCES OF SUPPLY AND TRAINING IN CRUCIAL MILITARY FIELD.

2. DAON IN CALL REQUEZZED BY CHIEF OF STAFF AHMED AL-GHASHMI
AFTER RETURN OF FORMER FROM VACATION, OUTLINED IN GENERAL
TERMS USG WILLINGNESS TO RESPOND QUICKLY TO SAUDI OFFERS
TO FUND WEAPONS. GHASHMI DOES NOT APPEAR TO HAVE INFLATED
HOPES FOR SAUDI LARGESSE, LIKE PRIMIN WHO LEFT FOR
SAUDI ARABIA THIS MORNING AT HEAD OF LARGE DELEGATION.
HOWEVER, GHASHMI MUST BE CONCERNED THAT THERE WILL BE LITTLE
WESTERN MILITARY EQUIPMENT IN FORTHCOMCG 26 SEPT NATIONAL DAY
PARADE, EVEN THOUGH THIS COUNTRY HAS BEEN INTENT FOR SEVERAL
YEARS ON SHIFTING ITS DEPENDENCE FOR ARMS FROM SOVIETS TO WESTERN
SOURCES. GHASHMI, AND HAMDI REGIME, WILL BE SUBJECT TO CRITICISM
IF THEY CANNOT SOON SHOW OR ANNOUNCE RESULTS, PARTICULARLY IF
LEFTISH CRITICS OF REGIME CAN POINT TO NEW SOVIET ARMS OFFER.

3. USG DECISION TO REISSUE OFFER BY IMPACT PACKAGE IS
EXTREMELY GOOD NEWS AND WILL BE VERY USEFUL IN CREATING NEW
MOMENTUM FOR THIS REGIME, AND PROVIDING GROUNDS FOR FURTHER
ECLIPSE OF SOVIET ROLE HERE IN YEMEN. THIS WILL ALSO
SHARPEN THE CHOICES OF REGIME IN SOUTH, WHICH APPEARS TO BE
ATTEMPTING WITH SOME REAL DIFFICULTY TO ASSESS RELIABILITY
OF
SAUDI OFFERS TO AID PDRY IN RETURN FOR TURN AWAY FROM SOVIETS.

4. VALUE OF US PACKAGE LIES CHIEFLY IN SPEED OF DELIVERY,
WHICH WE UNDERSTAND AS BEING TWO MONTHS FROM TIME WHEN SALES
CASES ARE SIGNED. DELAYS AS IN CASE OF JEEPS COULD VITIATE
IMPACT OF WHAT IS, IN FACT, VERY LIMITED AMOUNT AND
VARIETY OF EQUIPMENT.

5. BELIEVE WE SHOULD BEGIN, IN ANY CASE, TO LOOK BEYOND IMPACT
PACKAGE TO WHAT WE CAN DO TO MAINTAIN MOMENTUM. IN VIEW OF
PROBLEMS WHICH COULD BESET NEW MILITARY SUPPLY RELATIONSHIP,
BOTH IN TERMS OF AVAILABILITY OF EQUIPMENT AND IN EXPLAINING
PROGRAM TO CONGRESS AND GENERAL PUBLIC, BELIEVE IT WOULD BE MOST
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USEFUL TO PREPARE TENTATIVE NEXT STEPS. THESE STEPS NEED NOT
BE LARGE, IN MY VIEW, BUT THEY SHOULD PUT PROGRAM IN PERSPECTIVE
FOR OURSELVES AND OTHERS AND ALLOW US TO DETERMINE
WHETHER OTHER WESTERN STATES, AND ESPECIALLY UK, MIGHT
NOT BE ABLE TO PLAY COMPLEMENTARY ROLE IN MAINTAINING IMPETUS
OF NEW ARMS SUPPLY RELATIONSHIP. ACCORDING TO UK AMBASSADOR
HERE, HIS COUNTRY INTENT ON PLAYING "COOPERATIVE NOT COMPETITIVE
ROLE" AND FULLY APPRECIATES THE VALUE OF NOT RPT NOT MAKING

SEPARATE OFFER AT THIS TIME TO SAUDIS FOR ARMS OR TRAINING FOR YEMENI FORCES. SUCH AN OFFER, ACCORDING TO UK AMBASSADOR COULD DELAY DELIVERIES AND, AT THIS POINT, MAKING GOOD ON LONG AWAITED HOPES IS MOST IMPORTANT CONSIDERATION. HOWEVER, AS SOON AS SAUDI DECISION IS DISCLOSED TO US, BELIEVE WE SHOULD ASSESS OUR CAPABILITY AND WILLINGNESS TO RESPOND, BRIEF UK AS POTENTIAL PARTNER IN FOLLOW-UP PROGRAM, AND SUGGEST POSSIBLE AREAS IN WHICH THEY MIGHT BE ABLE TO SUPPLEMENT OUR EFFORTS.

6. WE DON'T KNOW EXACTLY WHAT YEMENIS HAVE IN MIND IN LONG TERM. AS CONSEQUENCE OF OUR STRATEGY OF KEEPING SAUDIS OUT IN FRONT--AND THAT STRATEGY IS RIGHT ONE, IN MY VIEW--IS THAT WE HAVE NEVER GONE INTO DETAIL WITH YEMENIS ABOUT CONTENTS OF IMPACT PACKAGES OR POSSIBLE RPT POSSIBLE FOLLOWING SALES. THIS INFORMATION HAS BEEN PROVIDED SAUDIS, BUT NOT RPT NOT YEMENIS. BY SAME TOKEN WE DON'T KNOW WHAT YEMENIS EXPECT. HAMDI TOLD US CORRESPONDENT YESTERDAY THAT HE WAS LOOKING FOR "50-100 MILLION DOLS US PACKAGE"--NO TIME FRAME WAS MENTIONED--AND THAT YARG WANTED SOLE SOURCE US PROCUREMENT. HAMDI SAID SOVIET ARMS SUPPLY WAS "FROZEN" AS RESULT OF YEMENI REJECTION OF RECENT MIG-21 OFFER. HE SAID THAT F5 WAS BEING CONSIDERED AS ALTERNATIVE.

7. IN SUM, IMPACT PACKAGE AS SEEN FROM HERE IS BEGINNING OF NEW PROCESS, NOT CULMINATION OF OLD PROCESS, AND NEEDS TO BE ABLE TO FOLLOW-THROUGH PROMPTLY WITH NEXT STEPS HAS BECOME CRUCIAL PROBLEM.
RANSOM

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ARMS, MILITARY ASSISTANCE PROGRAMS, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 03 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975SANA02114
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750268-0019
From: SANA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750886/aaaacxwq.tel
Line Count: 144
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: SECRET
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: SECRET
Previous Handling Restrictions: n/a
Reference: 75 STATE 181482, 75 JIDDA 5398
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 25 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 JUN 2003 by BoyleJA>; APPROVED <12 NOV 2003 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: YAR ARMS PROGRAM: IMPACT PROGRAM
TAGS: MASS, YE, SA
To: STATE DOD
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006